

PRESIDENTS' FORUM

BUSINESS CASE

BACKGROUND

- **Business Case Nugget from 11 Jul Presidents' Forum:**
 - **Action Item** (PF-00-07-03): Construct a proposal for a pilot program to implement “time to market” principle.
 - **Action Item** (PF-00-07-04): Evaluate pilot program to determine success of business model.

CHALLENGES

- Time to market - speed from idea to fielding
 - Thinking “commercial capabilities” rather than “military requirements”
 - Desirements vs Requirements
 - How do we accelerate bringing new capabilities from industry to the warfighter (driven by commercial opportunities rather than military requirements)

CHALLENGES- Cont'd

- How do we make the military C2 market more attractive to commercial firms that have not traditionally done business with Government
 - Enabling industry to make best use of competitive advantage
 - Understanding what drives industry
- How do we shift to a new business model that dramatically shortens the requirements, funding, and acquisition processes for Information Technology

WHAT WE NEED

- Requirements
- Funding
- Contracting Methods

REQUIREMENTS

- “Call for Initiatives” (e.g., JEFX)
- Concept of Operations
- Statement of Needs
- Capstone Requirements Document
- Capstone PMD
- Concept Development (AFI 63-123)
- C2 Portal

FUNDING

- Increase funding flexibility
- Discovery dollars for innovation
- Experiment with single type money
- DoD must act as enterprise
- Establish partnerships
- Contractor incentives

CONTRACTING METHODS

- Existing methods:
 - Other Transactions
 - Unsolicited Proposals
 - FAR Part 12, Acquisition of Commercial Items
 - Delivery/Task Orders on existing contract vehicles

OTHER TRANSACTIONS

- Non-FAR based acquisition tool:
 - Prescribed by Section 845 of PL 103-160 as amended
 - Commercial type contract for prototypes with potential follow-on acquisition
 - No Cost Accounting Standards or Competition in Contracting Act Requirements, but must be competed to maximum extent possible

OTHER TRANSACTIONS

Cont'd

- Use during concepts exploration & program definition phases
- Benefit: attracts businesses that traditionally have not done business with Government

UNSOLICITED PROPOSALS

- Criteria for valid unsolicited proposal:
 - Innovative and unique
 - Independently originated /developed by offeror
 - Prepared without Government supervision, endorsement, direction, or direct Government involvement
 - Benefit agency's mission
 - Not be an advance proposal for known agency requirement that can be competed

UNSOLICITED PROPOSALS Cont'd

- Process:
 - Receipt and initial review
 - Evaluation
 - Synopsis (unless exception)
 - Execute Justification & Approval
 - Negotiate
 - Contract Award

FAR PART 12 - ACQUISITION OF

COMMERCIAL ITEMS

- Policies and procedures unique to acquisition of commercial items
- Acquisition policies more closely resembling those of commercial marketplace
- Encourages acquisition of commercial items and components

FAR PART 12 Cont'd

- Streamlined procedures
- Faster timelines
- Process:
 - Solicitation
 - Offers
 - Evaluation
 - Contract Award

EXISTING CONTRACT VEHICLES

- GSA Federal Supply Schedule
- CIT-PAD BPAs
- ESC ID/IQ Contracts
- Other Government agency ID/IQ contracts